

\$3,000,000 DEAL FOR AMERICAN SIX

P. W. Hansl Gets Unusually
Strong Representation in
Five Southern States.

One of the biggest automobile deals of recent months was completed in New York last week when P. W. Hansl, vice-president and supervisor of sales of the American Motors Corporation, and C. B. Penney, president of Penney & Long, Greensboro, N. C., put their signatures to a contract covering the general distribution rights of the American Six in North Carolina, Virginia, Tennessee, Georgia, Alabama and other Southern States. The contract calls for the delivery of 2,500 American Six automobiles during the next twelve months and the total sum involved is in excess of \$3,000,000.

In order to handle the distribution of this large quantity of cars Penney & Long are putting up a \$100,000 building in Greensboro, N. C., and will maintain extensive plants at other distributing points. The firm is very active in the Southern automobile and accessory fields and includes among its officers and directors R. G. Vaughn, president American Exchange National Bank, Greensboro, N. C.; H. R. Bush, president Dixie Insurance Company; H. G. Chatfield, president Chatham Manufacturing Company; R. J. Mebane, vice-president Southern Life and Trust Company; Piero Rucker of Rucker & Co. and A. L. Brooks of Brooks, Sapp & Kelly, general counsel for the Jefferson Standard Life Insurance Company. Major John R. Russell, recently in charge of the American Six in the limited territory of North Carolina during the past three months, said Mr. Penney, "In which we have put on the market more than 250 cars. The success of the American Six has been so extraordinary in this country that we have been led to put the entire resources of the American Six in the limited territory of North Carolina during the past three months," said Mr. Penney, "in which we have put on the market more than 250 cars. The success of the American Six has been so extraordinary in this country that we have been led to put the entire resources of the American Six in the limited territory of North Carolina during the past three months."

It is understood that the Southern interests identified with Penney and Long have bought heavily into the American Motors Corporation. C. B. Penney is becoming a member of the board of directors.

BIGGEST BOOSTER'S OUTING.

Elaborate Plans for Big Day at Smithtown.

Judging from present indications the big play day of New York's motor car traders, the Boosters' Outing, as it is called, to be held Wednesday, September 17, at Fred J. Wagner's farm, Smithtown, L. I., will be the greatest of its kind ever held. Several hundred motor cars and accessory tradesmen and their friends will participate in the day's sports. They will leave from in front of the club rooms of the Automobile Dealers Association, 1545 Broadway, at 7 A. M., and journey by motor to the farm, where a breakfast will be served upon arrival.

Following the breakfast the boosters will indulge in baseball games, races for fat men, tug of war, bomb throwing, sprint, sack, potato, tire rolling and other racing events for which splendid prizes are offered. The winners will include cord tires, gold watches, fountain pens and other valuable objects which undoubtedly will bring out some lively competition.

Boosters are asked to notify Mr. Gardner if they can provide extra seats to carry some members whose cars are still at the factory. Those desiring to go to Smithtown by train can do so via Long Island Railroad, the trains leaving at 5:20, 9:09 and 11:05 A. M.

Catskill Trip.

A comprehensive tour by automobile through the Catskill Mountains covers almost too great a distance to be made in a week and run. Three or four days can be enjoyably spent on a trip through this scenic district, but it is possible to traverse some of the most attractive country in southern New York, within the limits of a week and outing by approaching the foothills of the Catskills by way of the valleys of the Ramapo and Neversink, in Orange, Sullivan and Ulster Counties.

This trip, as outlined by the Bureau of Tours and the Automobile Club of America, covers a distance of 263 miles, with Kingston as the night stop, and an available extension of thirty or forty miles further by including the scenic circuit of the Ashokan Reservoir.

Broadway is followed north to the Harlem River at Kingsbridge, and the Albany post road taken through Yonkers to Hastings-on-Hudson, seventeen miles out. Continuing on the post road, Dobbs Ferry and Irvington are passed through Poughkeepsie, where the Hudson is crossed by ferry to Nyack. The route from Nyack ascends the hill, and, running through West Nyack and Nanuet, enters a pleasant open stretch of country, as it leads west by way of Spring Valley to Suffern.

With a right turn in Suffern, the route follows a winding course through the valley of the Ramapo, via Ramapo, Shoharburg, Tuxedo and Southfield, and swinging left through Harriman and Monroe, runs amid wooded hills to Goshen.

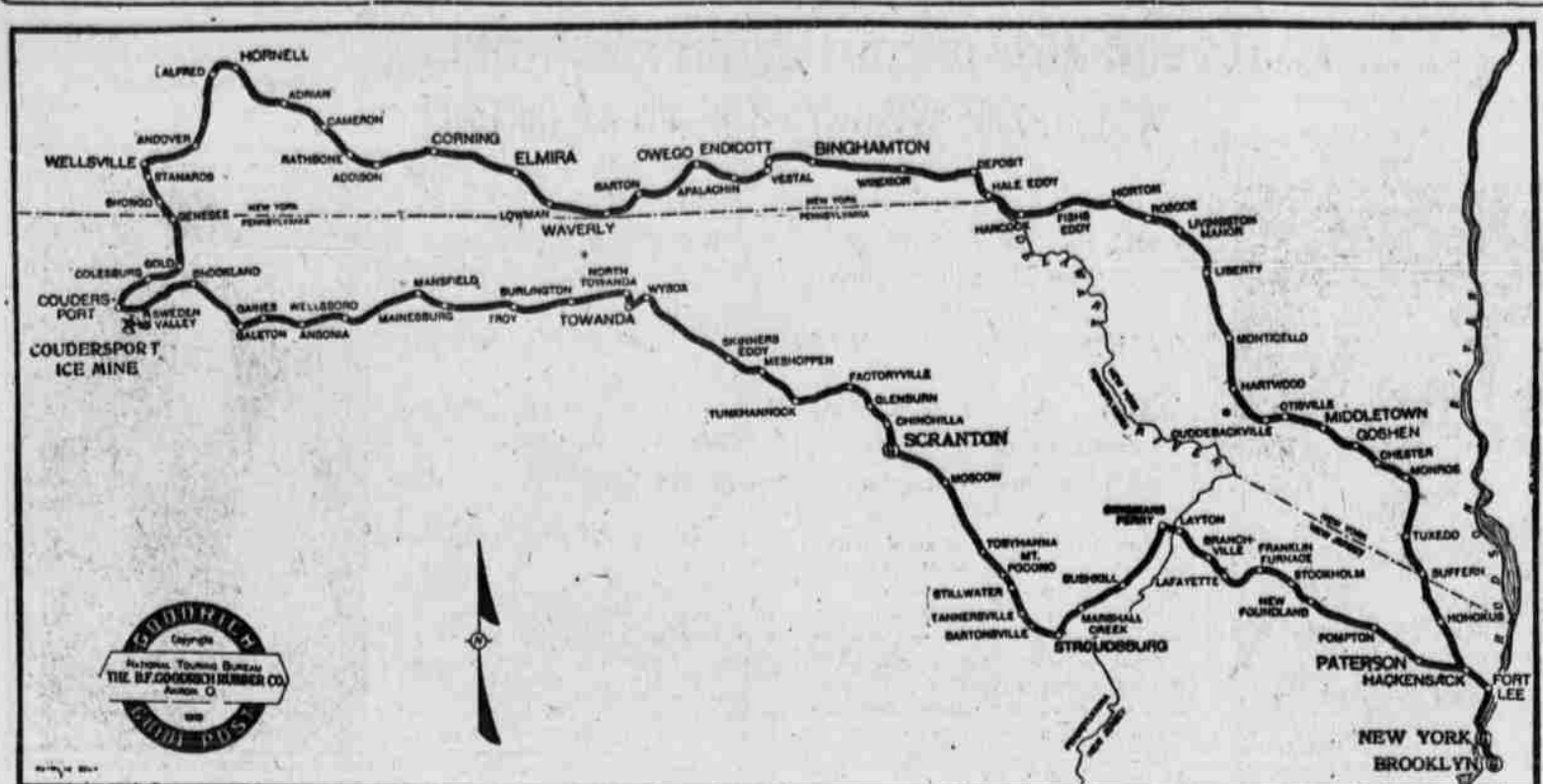
From this point magnificent views of the Hackensack, Hills and Shawangunk Mountains are obtained, as the route, taking a winding course through a hilly section, approaches Middletown, and by Southfield, the most westerly point on the trip, eighty-nine miles from New York.

At Cuddebackville a sharp right turn leads to the Jefferson Standard Life Insurance Company. Major John R. Russell, recently in charge of the American Six in the limited territory of North Carolina during the past three months, said Mr. Penney, "In which we have put on the market more than 250 cars. The success of the American Six has been so extraordinary in this country that we have been led to put the entire resources of the American Six in the limited territory of North Carolina during the past three months."

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Pick Out Your Tour and Then Write to 'The Sun' for Driving Directions



This is the twelfth of a series of automobile tours to points of geographic and historic interest prepared by the National Touring Bureau of the B. F. Goodrich Rubber Company. Roads charted on the accompanying map are improved highways.

To many people the existence of a summer ice mine within a few days ride of New York is unknown. An automobile trip from New York to Coudersport, Pa., where this mysterious ice mine is located, is an interesting and unusual tour.

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Road Notes.

Owing to road construction on the main road between Keyport and Red Bank motorists bound for Asbury Park and other Jersey coast resorts are advised by the American Automobile Association Touring Bureau at 501 Fifth Avenue to follow the regular route through Perth Amboy and South Amboy only as far as Keyport. At a church about one mile outside of this town on the road to Middletown turn right and follow a very good gravel road due south to the village of Holmdel. Here turn left and run direct to Red Bank, where turn sharp left across railroad and take third street to the right, which is excellent new concrete. At the end of this street turn left and almost at once come on to the Rumson road, which is followed to Seabright, where a turn right takes the motorist to Long Branch, Asbury Park and the other well known resorts of New Jersey.

To reach Atlantic City the above route is followed to Point Pleasant and thence to Lakewood. Between Lakewood and Atlantic City only one road is available, and though its condition is not so good it is entirely passable.

From New York to Delaware Water Gap via Morristown and Hackettstown the route is mostly in good shape except for one four mile stretch of rough dirt road along the Delaware River just south of the town of Delaware. The alternate from Morristown to the Water Gap via Parsippany, Danville, Dover,

detailed summary of prevailing conditions:

The Lincoln Highway from New York to New Brunswick is now open and in good condition since the completion of the new concrete road and between Leelin and Menlo Park running along the north side of the Pennsylvania Railroad. Between New Brunswick and Princeton the road is still closed, and it is necessary to turn left on George street in New Brunswick, and follow the Cranbury turnpike through Dayton to Cranbury; here turn right, and run northwest about six miles, and turn left on the old Brunswick turnpike, which leads direct to Trenton.

The Lincoln Highway between Trenton and Philadelphia is getting somewhat worn in places, but is fairly good. The chief difficulty lies between Philadelphia and Belair, where two main roads are available. The old road through Wilmington, Elkton and Havre de Grace is in bad condition most of the way, and it is necessary to rely on the new road via Media, Concoedville, Kennett Square, Rising Sun and Conowingo. Two short detours are necessary near Lansdowne just outside of Philadelphia, but they are in good condition and should cause no trouble. The road from that point to Chadds Ford is excellent, but from the latter point to Hamorton there is a detour fairly good in dry weather, though inadvisable after heavy rain. From Hamorton to Kennett Square the tourist will find a very good hard road all the way to Rising Sun. There is a stretch of road in the center of this town which is almost impassable in wet weather, while just beyond a stretch of main highway is under construction necessitating another detour. Motorists are advised to disregard the road signs directing travel to the left, because there will be found a perfectly good detour by turning right on a dirt road which winds back to the pike again several miles further on. The rest of the road to Baltimore and Washington is all good.

5,400 Mile Trip to Yellowstone Park.

By LIEUT. E. O. CUDMORE, R. A. F.

After visiting the clubhouse of the Automobile Club of America, when we were passing through New York on our way home from the Old Country to Australia, we decided, in order to see as much of our country as possible in the time at our disposal, to drive across the continent to the Pacific coast and to take the boat from San Francisco, instead of doing the transcontinental part of our journey by rail.

The first section of our tour headed eastward through southern Ontario to Toronto, over roads which at that time of year were in poor condition. From there we visited Niagara Falls and ran down to Buffalo, where we turned west and followed the road along the southern shore of Lake Erie through Erie and Cleveland to Toledo. Then across the northern part of Indiana to Chicago, Illinois.

The run west of Chicago led us through Illinois to the Mississippi River and across Iowa to Omaha, Nebraska, and via the O. L. D. Trail to Denver, Col., and Colorado Springs, where the route given us by the Automobile Club of America. At Colorado Springs we tried Pike's Peak but it was still a little too early in the season to attempt it. We stopped by snow about 1,100 feet from the top.

After making some wonderfully scenic short runs in the Colorado Rockies we turned northwards to Cheyenne, Wyo., and followed the rough and stony trail to Cody, running through the Shoshone River Canyon to the eastern entrance of Yellowstone National Park. The Sylvan Pass took us two days to get through, one drift we crossed being no less than fifteen feet deep.

The road southwest from Yellowstone Station, Idaho, the western exit from the Park, was pretty rough through St. Anthony to Idaho Falls, but somewhat better farther on via Blackfoot and Pocatello, and still better south of Pocatello, State Line through Corinne and Ogden to Salt Lake City.

From Salt Lake City, which at the time of our visit was on fete with a welcome to a convention of Rotary Club members, we ran to Grantsville and struck out over the Great Salt Lake Desert via Ore's Ranch and the short cut to Gold Hill, and thence over the main road to Ely, Nevada, a route recommended in preference to the much longer way south of the desert via Milford, Utah, and Ocoee, Nev.

West of the Utah line the natural roads of Nevada were better than we had anticipated. We travelled the old Lincoln Highway route via Frenchman's Station and past Carson's Link to Fallon and found good surface with some sandy patches. There is a newer route through this section, but the one we followed is reported to be preferable. It continues to Carson City and over good mountain roads across the California line to Tahoe and Incline Village. This last bit is a wonderful road, forty-three miles long with a fall of from five to six thousand feet.

A final run over typical California highway via Sacramento and Stockton brought us to the end of our trip across the United States at San Francisco, where we arrived on July 2, after what was to us a memorable and delightful tour of fifty days.

The simplicity and accessibility of the Dort are matters of deliberate design.

The thought first was to produce a car that would need as little as possible of service attention.

And, secondly, accessibility was sought so that it would be a simple task to give the car adjustment whenever that should seem desirable.

As a matter of fact, Dort owners find that but the barest fraction of their time is ever taken up with giving service to the car.

PRICES	
Touring Car	\$ 985
Roadster	985
Fourseason Sedan	1535
Fourseason Coupe	1535

F. O. B. Factory
Wire Wheels and spare tires extra

New York Branch:
Broadway at 56th Street



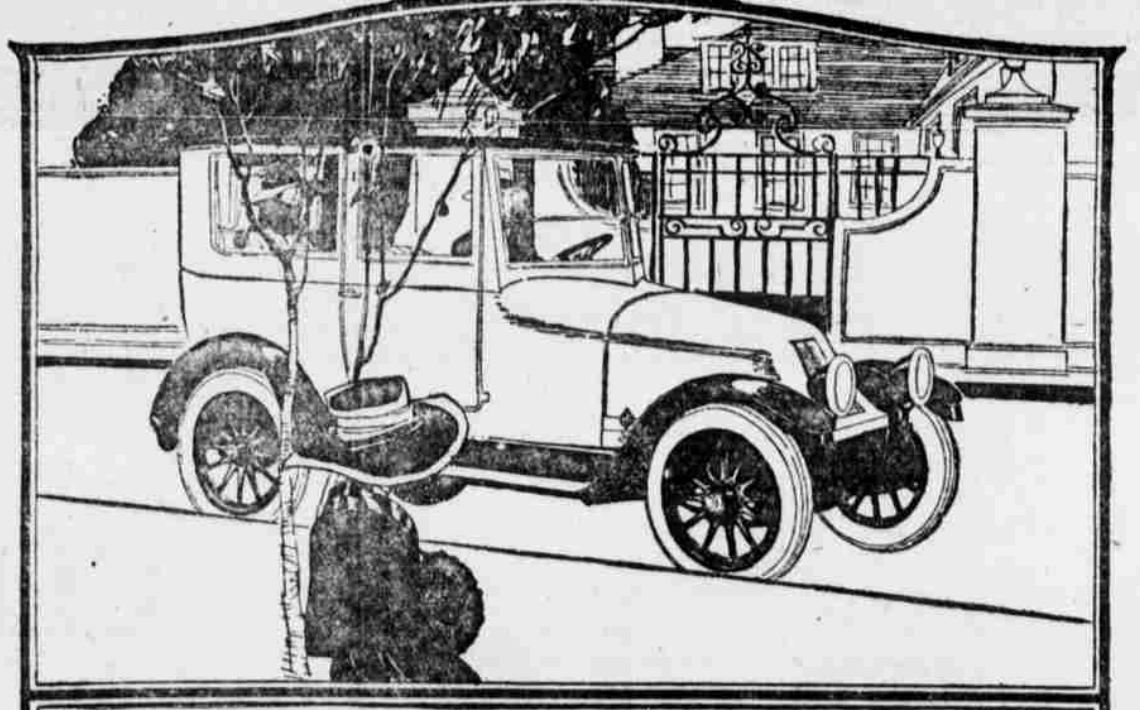
We have secured the Kissel Franchise for Greater New York, Eastern New York State, Western Connecticut and Northern New Jersey.

THE Kissel Custom-Built Six—a composite in body design of those unique and distinctive features which mark the custom-built job—is for those New Yorkers who demand exclusiveness and individuality in their motor cars.

There are three open models—2-passenger Speedster in Chrome Yellow; The Tourster, a 4-passenger beauty in Kissel Blue, and the 7-passenger Touring in Gun Metal; all representing advanced and exclusive ideas in body building—real inspirations in motor car designing.

They are mounted on the Kissel custom-built chassis, with the new Kissel custom-built motor of the high speed and high efficiency type, the result of thirteen years of brilliant engineering achievements—replete with those features that combine efficiency in performance with economy of operation. The 1920 open models are now on display in our Broadway showroom. New York's most critical motorists are particularly invited to see them.

Sidney B. Bowman Automobile Co.
Broadway at 52nd Street
Service Building:
225-231 West 49th Street
NEW YORK CITY
Salesroom Telephone
Circle 261



The Franklin Sedan

Ride once in a Franklin Sedan, and its striking resiliency will be the impression by which you distinguish it. Its other merits you will appreciate fully only when you own it, drive it, and pay the bills.

It is light-weight and flexible construction, applied evenly and scientifically throughout, that irons the ruts and bumps from the road of the Franklin Sedan, and allows it to cover unusually long distances in a day with safety and comfort.

These same principles reduce the killing pound on tires, and give to Franklin owners on the average:

20 miles to the gallon of gasoline
12,500 miles to the set of tires
50% slower yearly depreciation

Ease of control lightens the burdens of the driver to the point where he shares the pleasure and relaxation of the trip with the rest of his party.

It never occurs to him to worry about temperature troubles, because the Franklin is direct air-cooled, has no water to boil or freeze. It can be used the year 'round without extra attention.

Structurally, it is both convenient and attractive. Its Wide Observation Windows give unobstructed outlook; its two Wide Doors increase riding view and facilitate entrance; its Slanting V-Shaped Windshield adds fine lines and broadens driving vision. Together with the Sloping French-style Hood, these features give the Sedan its attractiveness.

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